

U.S. Department of Justice  
Washington, DC 20530

Exhibit B

To Registration Statement

Under the Foreign Agents Registration Act of 1938, as amended

OMB No. 1105-0007  
Approval Expires Nov. 30, 1993

REVISED

**INSTRUCTIONS:** A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

**Privacy Act Statement.** Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

**Public Reporting Burden.** Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

Name of Registrant

VAN KLOBERG & ASSOCIATES, INC.

Name of Foreign Principal

EMBASSY OF EL SALVADOR

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach three copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach three copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

SEE ATTACHED

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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

SEE ATTACHED

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>  
Yes ☒ No ☐

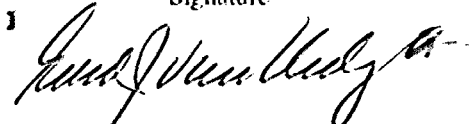
If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

VKA will arrange meetings for the foreign principal with U.S. government officials. VKA will also distribute materials which may be classified as political propaganda.

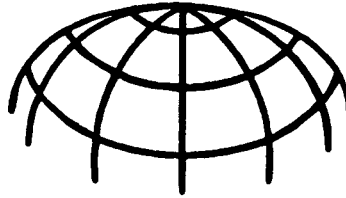
Date of Exhibit B  
March 17, 1991

Name and Title  
Edward J. van Kloborg, III  
President

Signature



<sup>1</sup>Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



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International Consultants

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CRIMINAL DIVISION

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**CONTRACT BETWEEN**  
**VAN KLOBERG & ASSOCIATES, LTD.**  
**AND THE**  
**EMBASSY OF EL SALVADOR**

van Kloberg & Associates Ltd. (vKA) will assist the Embassy of El Salvador as directed in coordinating the efforts of the Central American ambassadors to publicize and promote the goals of the "Declaration on El Salvador," issued by the Central American presidents in Puntarenas, Costa Rica on 17 December 1990.

**Activities**

Activities to be carried out by vKA will be governed by the terms of this agreement. vKA may in its sole and absolute discretion consult the Ambassador for the purpose of setting priorities. In this regard, vKA may in its sole and absolute discretion perform or assist in performing the following activities:

- (1) In coordinating the lobbying activities of the Central American ambassadors in the U.S. Congress. Efforts will focus not only on maintaining support from traditional Republican friends of El Salvador, but also on increasing support for the Government of El Salvador among other Republicans and influential Democrats in the House of Representatives and Senate. vKA will arrange one-on-one meetings with members of Congress, as well as briefings and luncheons for the Central American ambassadors with Congressmen and staffers from the relevant House and Senate committees and subcommittees.
- (2) In coordinating the diplomatic activities of the Central American ambassadors aimed at securing steadfast support for their position and the Government of El Salvador from the Bush Administration and U.S. federal government officials. vKA will provide briefing, follow-up, and

other behind-the-scenes activities for meetings with officials in the White House, Department of State, Department of Defense, and other relevant governmental organizations.

- (3) In organizing meetings, luncheons, and speaking engagements for the Central American ambassadors to discuss El Salvador with influential governmental and non-governmental groups, such as think tanks, newsletter editors, human rights groups, and church-affiliated organizations. Such contacts will provide a forum for the ambassadors to respond to the concerns of these groups and to inform them of the united Central American position with regard to El Salvador.
- (4) In publicizing the Central American presidents' declaration on the situation in El Salvador in the American press. vKA will serve as publicist to the Embassy of El Salvador with the goal of generating favorable publicity -- and thus American public support -- for the Government of El Salvador. Activities will include arranging interviews, luncheons, and meetings for the Central American ambassadors with select journalists from major U.S. media organizations, as well as writing and placing op-ed pieces and letters-to-the-editor in leading American newspapers and magazines.

#### Authority and Liaison

Close, continuing liaison will be maintained through regularly scheduled meetings, telephone, fax, and other correspondence. vKA will have no authority to enter into any contracts on behalf of El Salvador.

#### Period of Service

vKA will undertake the above activities over a six-month period, to begin on February 1, 1991. This agreement may be renewed prior to expiration and may be terminated by either party upon 30 days' advance notice.

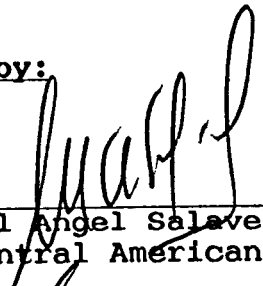
#### Fees and Expenses

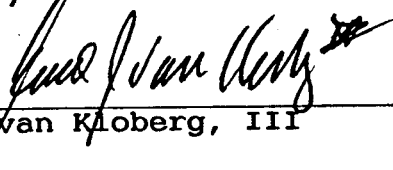
The management fee for vKA activities will be \$5,000.00 per month. The \$5,000.00 will be due on the first day of each month.

Any additional expenses -- which will only be incurred after prior approval by the Ambassador -- such as printing, travel, entertaining, advertising, clipping services, etc., will be in addition to the management fee and will be billed directly to the Embassy.

van Kloberg & Associates reserves the right to suspend services pending receipt of the pre-paid management fee.

Agreed to by:

  
\_\_\_\_\_  
H.E. Miguel Angel Salaverria  
for the Central American Ambassadors

  
\_\_\_\_\_  
Edward J. van Kloberg, III  
President

This agreement is hereby executed by the parties or their authorized representatives this twenty-fifth day of January, 1991.